



MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

*Most Recent News on Maryland's Business Incubators
Presented by the MBIA*

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In this Issue:

Incubator Companies of the Year Awards

Incubator News:

- Technology Assistance Center (TAC) Incubator
- Maryland Technology Development Center (MTDC)
- Technology Advancement Program (TAP)
- Howard County Economic Development Authority's NeoTech Incubator
- Technical Innovation Center (TIC)
- Emerging Technology Center (ETC)

TEDCO News:

- TEDCO's Technology Showcase with University of Maryland, Baltimore

TEDCO, Saul Ewing & American Express to Hold 2002 Incubator Companies of the Year Awards

**Wed., June 12, 2002 from 6 p.m. to 8 p.m.
Baltimore's Museum of Industry**

The **Maryland Technology Development Corporation (TEDCO)**, Saul Ewing LLP and American Express Tax & Business Services will hold the second annual Maryland Incubator Companies of the Year Awards to recognize the achievements of current and graduate companies within Maryland's incubators. Please contact Erin McDowell at 410-332-8674 to RSVP, or visit www.mdincubatoraward.com for more information.

Technology Assistance Center (TAC) Incubator Lanham, MD

www.pgcedc.com

Contact: Wanda Plumer, email WLPlumer@co.pg.md.us

New Tenant:

- **RMOA-Information Technology Corporation** – Leon Jackson, CEO
RMOA-Information Technology Corporation, the only minority-owned IBM distributorship in the United States, sells IBM hardware and software products through a network of small and minority-owned businesses.

Maryland Technology Development Center (MTDC) Rockville, MD

www.mdhitech.org/entrepreneur

Contact: Duc Duong, email: dduong@md.hitech.org

New Tenant:

- **DVIP Multimedia Inc.** – Damon Tull, president and CEO

DVIP Multimedia Inc., which relocated from Verona, Wis., is an early-stage electronics company that addresses the need for cost-effective, high performance semiconductor digital imaging devices.

New and Noteworthy:

- **Marligen Bioscience** will graduate from MTDC this month and will expand into larger office and production space in Frederick County. Marligen, which moved into MTDC in November 2001, develops, manufactures and markets nucleic acid purification products for life science research, as well as products for genetic fingerprinting.
- **Panacea Pharmaceuticals**, a development stage biopharmaceutical company, has been awarded a Phase I Small Business Innovation Research grant by the National Institute of Aging, an agency of the National Institutes of Health. The grant, which is entitled "Development of Novel Cancer Immunotherapeutics," will support research and development activities aimed at producing therapeutic drugs that prevent tumor cell growth, proliferation, mobility and invasiveness.
- **Duc Doung, program director at MTDC**, moderated an incubator panel discussion at Congresswoman Connie Morella's Small Business Forum in Gaithersburg. The panel discussed how incubator programs have helped technology start-up companies grow in Maryland. Panelists included Heidi Sheppard of TEDCO; Ed Sybert of the Technology Advancement Program (TAP) incubator; Joe Paiva, president of bConvergent, an MTDC company; and Chris Bennett, president of NetInterests, a TAP company.

Technology Advancement Program (TAP) University of Maryland College Park

www.tap.umd.edu

Contact: Irene Barbe, email: ih2@umail.umd.edu

Graduate News:

- **Novascreen Biosciences Corporation**, which provides services and database products to improve the productivity, accelerate the pace and reduce the cost of pharmaceutical research and development, has developed a database that is used for the computer modeling of compounds. Some of the compounds in development are for the treatment of cocaine addiction, depression, anxiety disorders, viruses and obesity.

New and Noteworthy:

- **NetInterests**, a TAP company, is holding a workshop entitled "Enhancing Performance by Managing What You Know" Wed., June 19 at 12 p.m. at TAP, Room 1103. The workshop is designed to teach businesses how to increase their value without a capital investment and will feature as speakers Annie Green, a specialist in knowledge management from SRA Consulting, and Chris Bennett, co-leader of ConnectServices Knowledge Management Practice and a member of both the National Knowledge and Intellectual Property Management Task Force and the Intellectual Property Law Section of the Washington Bar Association. Contact Chris Bennett at 301-405-7854, or Chris.Bennett@NetInterests.com for more information.

Howard County Economic Development Authority's NeoTech Incubator Columbia, MD

www.hceda.org/incubator

Contact: Carol Morrison, email: cmorrison@hceda.org

New Tenant:

- **Plethora** – Ben Martindale, CEO
Plethora, which develops secure, end-to-end remote computing platforms for businesses, has secured two sales contracts and has exhibited at the ITEC Convention Baltimore in its first weeks at NeoTech.

New and Noteworthy:

- **Business Devices Inc.**, which develops software to simplify Internet connection and collaboration among enterprise applications and devices, has completed a dial-up sensor prototype and has secured a 90-day pilot with a consortium

of 15 distributors. The company also has secured exclusive agreements with RobertShaw Controls for a Business Devices' engineered sensor that is targeted at the bulk distribution market and with Taylor Wharton, one of the country's top tank manufacturers, to give it access to millions of tanks through one channel. Business Devices also presented at the Mid-Atlantic Venture Association (MAVA) Capital Connection last month.

- **Syntonics**, which provides precision oscillators for use on spacecrafts, was awarded two significant technology development grants. One is from the U.S. Navy to provide holdover timekeeping during GPS signal outages and the other is for the preliminary development of a portable system for the Special Operations Command.
- **Medisolv**, which makes interactive web solutions for the medical field, exhibited and presented two sessions focusing on Medisolv's products at the 2002 Medical Software Users Exchange Conference in Miami. St. Agnes Hospital also deployed its new Medisolv developed Intranet, modernizing its current Intranet and providing better maintainability and integration with Legacy applications.
- **Dot21 Real-Time Systems**, which makes a software product that supports data communication between embedded devices, welcomed Cathy Austin of Imre Communications as a member of its advisory board. The company also participated in two recent trade shows for embedded systems developers – ACT/Technico at the Real-Time and Embedded Computing Conference in Boston and at the RTF Conference in Greenbelt.
- **RecoveredSTUFF**, an online marketplace of new and used items available through insurers, financial companies and other agencies, has signed a second insurance company as a client. The company also has approved pilot programs to eventually implement with several other insurers.

Technical Innovation Center Hagerstown, MD

www.technicalinnovationcenter.com

Contact: Chris Marschner, email: marschnerc@hcc.cc.md.us

New and Noteworthy:

- The **Technical Innovation Center (TIC)** has upgraded its network to include a Dell 4600 PowerEdge server and a Cisco 2621 Router. The upgrades were made possible by a matching grant through TEDCO's "Best Practices" program, which helps incubators throughout Maryland improve programming and augment their existing technology infrastructure. TIC will be hosting the MBIA website and the Valley Information Technology Alliance website.

Emerging Technology Center Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansing, e-mail: annlansinger@etcbaltimore.com

New and Noteworthy:

- **Alexander & Tom**, an interactive marketing agency, was awarded three Addy Awards by the Baltimore Advertising Association. The company was honored for its interactive work for Adams Golf, PUMA and the Nature Conservancy of Alabama. Alexander & Tom also was given a Citation of Excellence in the Self Promotion Category for the design of the company's in-house stationary package.

Maryland Technology Development Corporation (TEDCO)

www.MarylandTEDCO.org

TEDCO Hosted Technology Showcase with University of Maryland, Baltimore *UMB Showcase Highlighted Bioscience Technological Developments*

The **Maryland Technology Development Corp. (TEDCO)** (www.MarylandTEDCO.org), along with the University of Maryland, Baltimore (UMB) hosted "**Science that Means Business.**" The bioscience showcase aimed at

highlighting technologies that can help position the state's small businesses as biomedical technology leaders on Wed., May 22 at the University System of Maryland building in Rockville.

The showcase featured ten presentations on advances made in bioscience by the University of Maryland that are available for licensing and commercialization. Several of these technologies were further developed with funding from the UTDF program. The program was created by TEDCO to help the state's institutions of higher education conduct pre-commercial feasibility research on very early stage technologies. Some of the technologies that were presented are: a rehabilitation machine for at-home stroke patients, an electron beam method of cancer treatment and a possible new treatment for sickle-cell anemia.

For more information on technology transfer, please contact TEDCO's Steve Fritz at 410-715-4166, or sfritz@marylandTEDCO.org.

The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corp. (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

MBIA, a private, unincorporated professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

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